

Large Florida Developer

Case Study

AIS



PROJECT NEEDS

A large developer renovating a 16-story building needed breakroom and kitchen built-ins for two client floors — but traditional millwork's 16–26 week timeline risked major delays. The local AIS dealer, proposed AIS CaseWorks — a fast, modular alternative that kept the project on schedule.

SOLUTIONS & RESULTS

AIS CaseWorks was recommended because of its high design standards, quick leadtimes and efficient installation — a perfect fit for the project's demanding schedule. The team successfully designed and installed 18 CaseWorks applications across two floors in just five weeks, achieving a 30% cost savings compared to traditional millwork.

The success of CaseWorks led the developer to recommend AIS to Kerkering Barberio, the tenant occupying the two floors. AIS went on to deliver a complete furniture solution, showcasing CaseWorks as a strategic entry point for broader project involvement. The developer plans to continue recommending AIS CaseWorks to future tenants throughout the building.



Industry:	Developer/Commercial Real Estate
Project:	18 built-ins, 2 floors
Square Footage:	14,000
Date:	February 2025

AIS Product Used

- AIS CaseWorks Modular Cabinetry
- Calibrate™ Private Offices
- Calibrate Conferencing
- Divi™ Panel System

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CaseWorks Mail Sorter Shelves



CaseWorks Double Door Cabinet



CaseWorks Double Door Wall and Base Cabinet, Single Door with Drawer, Trash Pullout

Office Furniture Solutions



Calibrate Private Office



Calibrate Conferencing



Divi Panel-Based System